



DOWNEAST WINNING TEAM® NEWSLETTER



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Newsletter & the latest web-only updates: www.FullerBrushDWT.com/news.htm

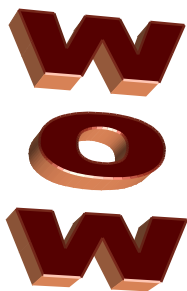
◆ **CONGRATULATIONS NEW DWT FULLER BRUSH DIRECTOR:**

JANET PEPER of California – May 2006. Sponsored by Thomas Peper of CA.

Janet Peper joined Fuller Brush in January 2005 and advanced to Director in May 2006, 17 months. Thank you to one and all who have participated in Janet's success. Janet says: "I had a goal of making Director in 18 months and happily I was able to do it, with the help of an active downline. And, of course, Tom, my sponsor, gave me encouragement and direction to help me reach my goal of becoming a Director. Now I look forward to increasing sales and the downline in the future. Of course the great Fuller products make this possible."

◆ **CONGRATULATIONS NEW DWT FULLER BRUSH EXECUTIVE DIRECTOR:**

THOMAS PEPER of California - June 2006. Sponsored by Roland Rhoades in June 2001.



Tom is the fastest on our team to advance to this title - 5 years! - completing the three month qualification process to advance to Executive Director in June. Requirements for Executive Director are to produce \$21,000+ total group volume and \$8000 personal group volume outside those Directors, and to have at least three qualified downline Directors (each 15+ people active) in at least two different legs, for 3 months in a row. Top commission of 53%. Tom achieved his promotion by helping his downline build to self-sufficiency, concentrating most recently on helping Janet Peper qualify as Director, as well as building his personal group with many more recruiters and potential new Directors. His other regularly qualifying Directors include Albert Preston, Paul Lehman, and Janet & Tom Hill. Tom also qualified "with one hand tied behind his back", since he was out of state on vacation much of the month! Thank you to one and all on his team, who stayed among the active ranks in his direct group and among his downline Directors, making sure they ordered or sold the minimum \$35 to be among the required number of active downline distributors.

Teamwork makes the Team work! Tom's promotion is the Downeast Winning Team's 10th Director or above promotion since Sept 2005, and 20th in this decade!

◆ **CONGRATULATIONS NEW DWT FULLER BRUSH MANAGERS:**

MAY:	MATTHEW McCAHAN (PA) – sponsor Roland Rhoades (ME)
	c ROBERT HARRELL (TX) - sponsor Champion Supplies Inc (NY)
	cl HOPE HELDRETH (NJ) - sponsor Sheryl Siminoff (CA)
	cl JOANNE APICE (PA) - sponsor Patty Lynch (OH)
	cl HOLLY PETRIE (IL) - sponsor Sheryl Warren (KY)
	h JESSE KESLER (NC) - sponsor Michael Clark (WA)
	h SUSAN PETERSON (NV) - sponsor Mark Haynes (NV)
	p FRAN FRIEDMAN (CA) - sponsor Thomas Peper (CA)
	p URSULA WENZKE (SC) - sponsor Thomas Peper (CA)
	pa PAULETTE SOUTHWICK (UT) - sponsor Albert Preston (NV)
	pj DAVID LYNN CREA (CA) - sponsor Carl Wendt (CA)
JUNE:	TOM DERRICK (NY) – sponsor Sandra Kiernan (NY)
	MARY PROCTOR (ME) – sponsor Brenda & Wally Bryant (ME)
	c NOELIA PENA (NY) - sponsor Champion Supplies Inc (NY)
	f CINDY HARRISON (KS) - sponsor Patricia Fitchett (VA)
	f SHARON WHITSON (AR) - sponsor Jimmy Rainwater (AR)
	z MICHELLE WEDDINGTON (TN) - sponsor Patty Zasloff (FL)

p	BONNIE McDERMOTT (AZ) - sponsor Tom Peper (CA)
pj	KELLY HIBBS (WI) - sponsor Janet Peper (CA)
pal	DOROTHY KASTER (NJ) - sponsor Paul Lehman (CA)

Too many Directors! Too any P's and L's. I had to create new codes to identify groups, via the upline pathway.
 f = Supv Director Pat Fitchett's group h = Supv Director Mark Haynes' group (also part of Pat's group)
 w = Director Wynn Distributing's group z = Director Patty Zasloff's group (both also part of Mark's group)
 p = Supv Director Tom Peper's group pj = Director Janet Peper's group
 pa = Supv Director Al Preston's group (both also part of Tom's group) pal = Supv Director Paul Lehman's group (part of Al's group)
 palh = Director Janet/Tom Hill's group (part of Paul's group)
 c = Supv Director Champion Supplies Inc.'s group cl = Director Patty Lynch's group (part of Champion's group)

Need Help? I call as many people as I can to see how it's going, but I can't reach everyone, so call or email your sponsor or me. Does Fuller Brush work? It certainly does for all these people here who work it.

Free Advertising: When you get promoted, send a notice to your local paper; they usually print it for free.

◆ **TOP SPONSORING LEADERS** (Sponsor at least 2 in one month, front-line or in depth, to be listed)

May-June:	ROLAND RHOADES (ME) - 17	cl PATTY LYNCH (OH) - 9
	w WYNN DISTRIBUTING (AR) - 9	palh JANET & TOM HILL (WA) - 8
	h FRANTZ PIERRE (NY) - 7	h MARK HAYNES (NV) - 6
	h MARGARITA ORTIZ (NY) - 5	h YVETTE VELEZ (NY) - 5
	cl TERESA EGGE (WI) - 4	pj JANET PEPER (CA) - 3
	z PATTY ZASLOFF (FL) - 3	cl MAX/AUDREY KERR (NV) - 3
	f ALICE FLANDERS (ME) - 3	f MELODY/RICHARD SCHAFFER (OH) - 3
	cl LISA DORSEY (CA) - 3	c FRANK HEGER (MI) - 3
	pal PAUL LEHMAN (CA) - 3	STEVEN JOHNSON (UT) - 3
	p URSULA WENZKE (SC) - 2	h DIANE CARMAN (MO) - 2
	z JENNIFER MOSCOSO (FL) - 2	cl PATRICIA WILLIAMSON (MA) - 2
	cl KIM SKAGGS (CO) - 2	c DEBBIE HUSE (PA) - 2

◆ **TOP DWT SALES LEADERS:** Over \$300 monthly personal purchases/sales.

MAY:	palh JANET & TOM HILL (WA) - \$7279	p RON CARPENTER (CA) - \$3921
	pal PAUL LEHMAN (CA) - \$3879	h MARK HAYNES (NV) - \$3853
	z JENNIFER MOSCOSO (FL) - \$3427	p THOMAS PEPER (CA) - \$2105
	COUNT COPY FULLER (WI) - \$1366	z PATTY ZASLOFF (FL) - \$1291
	c MERRY GUINN (FL) - \$1197	pj CARL WENDT (CA) - \$1096
	pa ALBERT PRESTON (NV) - \$998	cl LOUIS ANZALONE (NY) - \$762
	pj MARK CHAMBERLAIN (CA) - \$755	c ROBERT HARRELL () - \$718
	p FRAN FRIEDMAN (CA) - \$713	pj PATSY WIDMAN (CA) - \$642
	h LORIAN RIVERS (FL) - \$632	h JEFFREY TROWBRIDGE (CA) - \$626
	pal YVONNE HAWTHORNE (MD) - \$597	w RICHARD RESNICK (NY) - \$572
	c LISA UHL (IN) - \$568	w WYNN DISTRIBUTING (AR) - \$560
	cl WILLIAM YODER (OH) - \$546	h LORETTA MATTO (PA) - \$511
	cl PATTY LYNCH (OH) - \$494	p URSULA WENZKE (SC) - \$486
	palh PENNY BOLYARD (TX) - \$470	cl ARDEE-ANN EICHELMANN (AR) - \$467
	c NOELIA PENA (NY) - \$464	h SUSAN PETERSON (NV) - \$456
	pal ALLEN SCOTT (VT) - \$453	p TJ JERNIGAN (AL) - \$410
	cl LISA DORSEY (CA) - \$409	MATTHEW McCAHAN (PA) - \$404
	palh KAREN ROBINSON (WA) - \$386	c JULIUS RENSCH (IL) - \$376
	PATRICIA O'BRIEN (IL) - \$373	c JAN HANSEN (CA) - \$364
	cl HOPE HELDRETH (NJ) - \$360	palh MARILYN SHONDA (NJ) - \$356
	c VILMA MOLINA (NY) - \$340	pal THOMAS KORKOSKE (SC) - \$334
	p SONIA DIETRICH (WI) - \$332	
JUNE:	palh JANET & TOM HILL (WA) - \$8019	z JENNIFER MOSCOSO (FL) - \$3911
	p RON CARPENTER (CA) - \$3840	h MARK HAYNES (NV) - \$3521
	COUNT COPY FULLER (WI) - \$3391	pal PAUL C LEHMAN (CA) - \$2233
	TINA ORR (PA) - \$1368	z PATTY ZASLOFF (FL) - \$1350
	p THOMAS PEPER (CA) - \$1164	pa DOROTHY ELLICOTT (CO) - \$1096
	BRENDA/WALLY BRYANT (ME) - \$1034	pj CARL WENDT (CA) - \$963

cl LOUIS ANZALONE (NY) - \$796	pal YVONNE HAWTHORNE (MD) - \$794
p URSULA WENZKE (SC) - \$681	w WYNN DISTRIBUTING (AR) - \$665
palh KAREN ROBINSON (WA) - \$636	cl JOYCE WEST (OH) - \$629
h CAROLYN MACEDA (NY) - \$551	pal DOROTHY KASTER (NJ) - \$494
w RICHARD RESNICK (NY) - \$474	pj MARK CHAMBERLAIN (CA) - \$450
palh LLOYD FULLER (MT) - \$447	f SPENCER PARSONS (CA) - \$445
MATTHEW McCAHAN (PA) - \$431	c HILDA CHAPPOTIN (NJ) - \$414
c JULIE WISHARD (MD) - \$407	cl LISA DORSEY (CA) - \$405
p RAY SCHADLER (KY) - \$396	h JEFFREY TROWBRIDGE (CA) - \$383
cl ARDEE-ANN EICHELMANN (AR) - \$382	pa ALBERT PRESTON (NV) - \$370
c MERRY GUINN (FL) - \$357	p JOHN VIENUP (MO) - \$334
MARILYN MOSER (CT) - \$332	TOM DERRICK (NY) - \$332
f MELODY/RICHARD SCHAFER (OH) - \$323	palh PENNY BOLYARD (TX) - \$305

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◆ **\$1000 PRODUCERS:** Recognition Category for you to aim for

The following distributors have reached the \$1000 / 45-46% category for the month, based on personal and downline volume. Directors are not listed here because they of course are well beyond \$1000. Here is your chance to motivate your downline distributors to ensure that you are in this list every month. Congrats all!

MAY: Dennis Montey, Count Copy-Fuller, Merry Guinn, Max/ Audrey Kerr, Lisa Dorsey, William Yoder, Lorian Rivers, Jennifer Moscoso, Ron Carpenter, Lisa Munguia, Carl Wendt, Lisa Arellanes, Mark Chamberlain.

JUNE: Dennis Montey, Count Copy-Fuller, Brenda/Wally Bryant, Max/Audrey Kerr, Lisa Dorsey, Sharon Bray-McPherson, Terrie Routh, Lorian Rivers, Jennifer Moscoso, Ron Carpenter, Ursula Wenzke, Dorothy Ellicott, Lisa Munguia, Carl Wendt.

FREE EMAIL UPDATES OF THE LATEST NEWS:

If you have email, and IF I have your email address, then: You get this Newsletter earlier than US mail, this issue posted on our website 7/12, and a notice emailed to all the emails I have, as well as news updates.

About this FREE NEWSLETTER www.FullerBrushDWT.com/news70.pdf This paper newsletter is published every other month and is free to everyone in the Downeast Winning Team, assuming I receive your address/email from your sponsor. With well over 1000 distributors for a few years now, I cannot offer my referrals, newsletter, or other help to your distributors, if you won't let me, and then I take you off my help list too. I also post a pdf copy of this newsletter on my website exactly like my print copy at the above link, and email to everybody with email. Paper copy will gladly be mailed to those who cannot print out the pdf copy; just ask. In between, I email updates with inside info which are not usually posted to my newsletter webpage. If you recruit someone, part of recruiting is to tell me and your other upline via email or phone so we can add them to our team list. If you have found this on your own and haven't received my newsletter, or email news, please tell me your contact info yourself and what you are interested in. Thanks.

If you have a working email address that you've given me, you've already heard this. Besides a tried and proven Fuller Gold 2006 Recruiting letter (**updated 7/06**), we have more in depth product informational 8x11 flyers to photocopy, currently covering the Carpet Sweeper, Fulsol, environment-friendly aerosols, Fullsan Disinfectant concentrate, Sticky Stuff Remover commercial sales (**new 7/06**), The Fuller Difference in Bathroom Cleaning, Perfumed Deodorant Blocks, and the Super Shammy. Testimonials needed. Also flyers to include with sales of the Wetmop or our Beechwood hairbrushes for proper care. Go to our training website File Library or Discussion Board for the latest updates under "Forms & Flyers". We also include Fuller Centennial press release materials there. Please add your product testimonials to the many more posted on our Discussion Board. Sharing our product experiences helps us all when we work and learn as a Team. Thanks. The web address is a private DWT member benefit AFTER you join us.

JUST DO IT DEPT. New distributor Betty Callegan of LA says "I am writing to let you know that I originally became a distributor to buy wholesale, but after looking at [the DWT Training] Website and reading the manuals and testimonials I am very excited about doing this as a business. I have shared this information with my husband and he too is now excited about the possibilities that Fuller Brush offers. I placed my 1st order for \$200+. I was so pleased and excited with the products that I had to make a special trip to Shreveport LA (450 miles) to show the products to my mom. I had told her that I was now selling the Fuller products but she didn't seem real impressed.

When I got there and showed her some of the products and let her smell the Citrus Clean and the Apple Gel Window cleaner, she was sold. I had to leave her my bottles and now I have to get more. She called me yesterday with an order. Her maid used the products and said that was the best glass cleaner she has ever used. Now the maid wants to order products.”

Fuller provides the Sales Hotline to tell us all the latest, so CALL the **FULLER BRUSH SALES HOTLINE** (Audio Newsletter) EVERY WEEK at **1-800-732-1132** (24hr Recording) so you don't miss the latest news, new product announcements and demos, contests, extra specials, **Shirts & Caps available Aug.** Transcripts of the past Hotlines are on your MyFullerBiz back-office website.

NEW Products & Demos. Strictly ONE per distributor at the demo price. Product demos are net or retail items. A **RETAIL demo** counts as product volume towards any sales goals, and your discount comes off that price! That also means that they count for new distributors trying to reach \$150 or \$200 in retail volume for the extra bonuses. Check the Sales Hotline and your monthly purchase order for new products. The latest ones include the the Micro Mini Duster which I sold before it was even available, Oxy Canvass Fabric & Awning Cleaner which will be a great seller (note that this uses a different sprayer; use an elastic to keep them together), Stainless Steel Grill Cleaner, Silver Tarnish Kit, Stain Eraser Wonder Sponges, and upcoming new technology Microencapsulated cleaning products. **Take full advantage and make sure to use the Stain Eraser Wonder Sponges as a demo.** The Kit has 32 separate sponges; give one to everybody and they'll come back for more. August catalog says they erase marks, fingerprints, scuffs, grime, soap scum, tar, permanent marker, crayons and more from such things as sensitive electronics, keyboards, remote controls, cellphones, dvd players, stereos, cabinets, walls, any hard surface. The \$22.99 3-in-1 Megaphone-Flashlight-Siren is also a cool product; buy some AAA alkaline batteries in bulk and sell them too as a service to your customers. Let them try out your demo.

FREE Monthly catalogs, promos, and order forms: Call ☎ 1-800-732-1118 for a Literature Pack Free on request, IF you didn't order last month and don't have the current catalogs.

IMPORTANT DATES: **July 14:** August Specials begin; **July 31 4PM CST:** July Order Deadline; **Aug 15:** September/ Holiday Specials begin; **Aug 31 4PM CST:** August & Summer Specials Order Deadline; **Sept 15:** October Specials begin. See your 2006 yellow Fuller Brush Calendar.

MONTHLY SPECIALS Catalogs. See your monthly purchase order. Get 40 August catalogs LP081 and a #632 \$5.99 Insect Repellant Gel all for \$7.29. Get 20 September catalogs LP091, plus 20 Home for the Holidays flyers, and a #737 \$7.29 French Vanilla Air Freshener for only \$6., available July 25. October & Holiday Gift Shoppe catalogs available about August 25.

PAY ATTENTION TO THE BONUSES. YOUR NEW Distributors Receive: A breakdown guide to all the bonuses so you can keep track of them, my newsletter, and a welcome letter with all your upline and important contact information, as soon as I receive their mailing address from YOU. You should tell your new distributors about all the new distributor bonuses too. They are plastered on promotional flyers in your kit and in our recruiting literature. I always notice first orders like \$45; a \$50+ first order would have given them a free 4XFulsol. Of course tax and shipping doesn't count; this figure is strictly commissionable retail product volume before your discount. That Fulsol is also merely a consolation prize. If that very first product order is \$150+, you receive a \$59.99 Electrostatic Carpet Sweeper; \$200+ you also get the Fast Start bonus. You can get Fast Start bonuses for 3 consecutive months – see my chart or the flyers for deadlines.

Take advantage of Fuller's sign-up specials NOW to build your group! All sign-up specials are continued through December 2006. I mail my distributor info packages for 87¢ with the concise DWT Manual 3 (the Fuller Gold 2006 recruiting letter) that explains all the details, and a monthly catalog. Too much reading just confuses people, but it must also tell enough to answer their questions. Remember, only ONE Kit per person, so encourage the largest \$130+ R205 Gold Select Business Builders Kit for \$39.95. **Sponsor new distributors** with the **FULLER BRUSH 24-hour RECRUITING LINE 1-800-477-3855** and ask them to call you back for the details. If you want help, call me.

“ACTIVE” Requirement. Fuller Brush has no requirements. BUT, IF you are going to order anyway, WHY order \$30 instead of \$35+??? Shipping costs you the same. If you order less than \$35, you are not considered active on the Fuller computer. ACTIVE dealers are paid more attention to, by both your upline and the Company. ONLY if you have \$35 yourself, do you earn anything on your downline.